

Message Text

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PAGE 01 KINSHA 08703 051801Z

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C O N F I D E N T I A L KINSHASA 8703

USUN PASS AMBASSADOR VANCE

E.O. 11652: GDS

TAGS: MASS, CG

SUBJECT: LOCKHEED TECH REPS

1. ZAIRE'S DEPDEPT HAS DECIDED TO CUT THE SIZE OF THE LOCKHEED TECH REP TEAM FROM 5 TO 1 MAN UPON COMPLETION OF THE PRESENT CONTRACT DEC 31, 73. THEY HAVE REQUESTED AN FMS OFFER AND ACCEPTANCE FOR ONE TECH REP HIGHLY QUALIFIED IN AIRCRAFT ELECTRONICS AND WITH A STRONG BACKGROUND ON THE ENTIRE AIRCRAFT. THE NEW CONTRACT WILL BE FOR 2 YEARS BEGINNING JAN 1, 74 WITHOUT A BREAK IN SERVICE BETWEEN THE NEW AND OLD CONTRACT.

2. IN AUGUST ZAMISH REMINDED CHEF DE CABINET MOLONGYA OF THE NEED FOR A NEW TECH REP CONTRACT AFTER DEC 31, 1973 AND OUTLINED THE SERVICES THE TEAM WAS PROVIDING (TECHNICAL ASSISTANCE, CLASSROOM AND ON-THE-JOB TRAINING IN ALL AIRCRAFT SYSTEMS, LIAISON WITH MAIN PLANT, TECHNICAL DATA, ADVICE ON PURCHASE AND STOCKAGE OF SPARE PARTS) THE TEAM HAS EFFECTED MONETARY SAVINGS BY BUILD-UP OF TWO GOOD ENGINES FROM FOUR FAILED ENGINES. IN LIGHT OF THE PURCHASE OF 3 ADDITIONAL C-130S ZAMISH RECOMMENDED THAT THE TEAM AS NOW COMPOSED BE EXTENDED FOR TWO YEARS. THIS WOULD PROVIDE TIME TO TRAIN SUFFICIENT MAINTENANCE PERSONNEL, ALLOW FOR
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 KINSHA 08703 051801Z

THE INSTRUCTION OF AIRCREWS IN THE AIRCRAFT SYSTEMS,

AND ASSIST IN THE TRANSITION FROM A 3 PLANE TO 6 PLANE OPERATION.

3. ON SEPT 27, 1973 MAJOR SNIDER ACCOMPANIED MR. MCCRUM, LOCKHEED MANAGER OF CUSTOMER SERVICE, AND MR. GARMANY TO COL. NGAY'S OFFICE TO DISCUSS THE PRESENT TEAMS SERVICE AND A NEW CONTRACT. L/COL KIKUNDA AND COL NGAY ASSURED US THAT THEY WERE WELL SATISFIED WITH THE PRESENT LOCKHEED TEAM AND ITS PREDECESSOR AND WITH THE WAY THE TEAM WAS SUPERVISED BY ZAMISH. MR. MCCRUM RECOMMENDED THAT THEY CONTINUE THE TEAM FOR TWO YEARS WITH EMPHASIS ON A MAXIMUM USE OF THE TEAM FOR TRAINING. COL. NGAY SAID THE DECISION WAS TO CUT THE TEAM TO 1 MAN BECAUSE THE LOCKHEED TECH REPS COST MORE THAN OTHER COMPANIES TECH REPS AND THE COST OF A 5 MAN TEAM WAS PROHIBITIVE. MR. MCCRUM EXPLAINED THAT ONE MAN WOULD NOT BE ABLE TO PROVIDE FULL-TIME TRAINING CLASSES AND SUPERVISE THE ENTIRE C-130 MAINTENANCE AS WELL AS ALL THE LIAISON FUNCTIONS. HE FELT THAT THE 5-MAN TEAM WAS BEST BUT IF TOO EXPENSIVE THEN 3 MEN OR IF ABSOLUTELY NECESSARY 2 MEN BUT WITH LESS THAN 2 MEN IT WOULD BE IMPOSSIBLE TO RUN A REGULAR CLASSROOM TRAINING SESSION. HE REITERATED THAT TO PROVIDE ENOUGH TRAINED PERSONNEL TO EVENTUALLY ELIMINATE THE NEED FOR TECH REPS WAS HIS GOAL AND WITHOUT CLASS SESSIONS HE DID NOT SEE HOW THIS COULD BE ACCOMPLISHED.

4. COL. NGAY ACKNOWLEDGED HIS CONCERN AND REASONING BUT WITH L/COL KIKUNDA'S AGREEMENT STATED THAT THEY BELIEVED ONE MAN COULD PROVIDE LIAISON, HELP IN SUPERVISING THE C-130 MAINTENANCE AND HELP THE ZAIROIS WHO ARE QUALIFIED IN INDIVIDUAL SPECIALITIES ON THE C-130 TO TEACH OTHERS. THE COST WAS THE BIG REASON THEY GAVE FOR THE NEED TO REDUCE TO ONE MAN.

5. IN VIEW OF THE FACT THAT THIS DECISION WAS B/GEN MOLONGYA'S AND THAT NONE OF THE ARGUMENTS PRESENTED BY ZAMISH OR LOCKHEED CHANGED HIS DECISION AT ALL, IT APPEARS THAT THERE IS NO HOPE OF GETTING THE NUMBER OF LOCKHEED TECH REPS INCREASED THROUGH MILITARY CHANNELS.
CONFIDENTIAL

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PAGE 03 KINSHA 08703 051801Z

6. FOR AMBASSADOR VANCE. THIS REPORT IS FOR YOUR BACKGROUND IN CASE THE C-130S OR TECH REPS COME UP IN DISCUSSIONS WITH MOBUTU. EMBASSY BELIEVES GOZ IS BEING PENNY WISE AND POUND FOOLISH IN REDUCING TO ONE TECH REP AT TIME NUMBER OF C-130S IS DOUBLING.
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